

Message Text

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ACTION COME-00

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC IMMEDIATE 4970

INFO AMEMBASSY VIENNA

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E.O. 11652: N/A

TAGS: BGEN, PL

SUBJECT: SINGER COMPANY BDIS

REF: STATE 147543 (NOTAL)

FOR COMMERCE/BEWT/STECHSCHULTE

VIENNA FOR EWTC

1. IT APPEARS THAT \$40 MILLION TEXTILE PROJECT CITED IN REFTEL CONSISTS OF TWO NEW KNITTING MILLS ON WHICH SINGER HAS SUBMITTED SEPARATE BIDS.

2. FIRST PLANT, VALUED AT ALMOST \$20 MILLION, TO BE LOCATED AT DABROWA AND INVOLVES COOPERATION AGREEMENT IN WHICH SINGER HAS AGREED, IN PRINCIPLE AT LEAST, TO PURCHASE CERTAIN AMOUNTS OF MACHINERY AND TEXTILE PRODUCTS.

3. SECON PLANT ("LANPEX") ALSO VALUED AT ABOUT \$20 MILLION, TO BE LOCATED AT KOMOROWICE, AND INVOLVES CONTRACT FOR COUNTERPURCHASE OF READY-MADE GOODS. U.S. COMPANY MACGREGOR WILLING TO SIGN SUBCONTRACT WITH SINGER FOR IMPORT OF CERTAIN QUANTITIES OF POLISH READY-MADE SPORTSWEAR.

4. IN RESPONSE TO OUR QUERY, HERBERT WANIOR, DIRECTOR OF SINGER'S NEWLY OPENED TECHNICAL OFFICE HERE (WHO IS LIMITED OFFICIAL USE

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WEST GERMAN NATIONAL), SAID HE BELIEVED \$40 MILLION PROJECT

MUST BE THE TWO CONTRACTS DESCRIBED ABOVE SINCE BOTH INVOLVED SINGER KNITTING MACHINERY AND COMPANY GAINING FIRST CONTRACT SHOULD HAVE STRONG CHANCE OF GAINING SECOND AS WELL. ONLY OTHER SINGER TEXTILE PROJECT HE AWARE OF IS BID ON THREE GARMENT FACTORIES, ON WHICH POLISH TECHNICAL REVIEW NOW ABOUT COMPLETE. REGARDING DABROWA KNITTING MILL, WANIOR SAID TRAVEL AND VACATIONS OF VARIMEX OFFICIALS HAD FORCED POSTPONEMENT OF DETAILED COMMERCIAL NEGOTIATIONS WITH SINGER TENTATIVELY SCHEDULED TO BEGIN JULY 26.

5. CHIEF OF EMBASSY'S ECONOMIC/COMMERCIAL SECTION TELEPHONED VARIMEX DEPUTY DIRECTOR MIESZKOWSKI JULY 27 IN RESPONSE TO SINGER'S REQUEST REPORTED REFTEL, AND EXPRESSED OUR INTEREST AND WILLINGNESS TO BE OF ASSISTANCE. MIESZKOWSKI, NOTING THAT HE DISCUSSED THIS MATTER BY PHONE WITH SINGER VICE PRESIDENT GEORGES POTTER AT BEGINNING OF WEEK, SAID THAT DESPITE POSSIBILITY OF EXIM FINANCING FOR THESE PROJECTS, SINGER'S PRICE WAS STILL "TOO EXPENSIVE". VARIMEX HAD SEVERAL OFFERS FROM WESTERN EUROPE; SINGER IS ONLY U.S. COMPANY BIDDING. VARIMEX PROJECT OFFICER (JENKE) MIGHT BE TRAVELING TO U.K. IN FEW DAYS AND POSSIBLY SINGER PROJECT OFFICER (AGULNEK FROM SINGER'S OZONE PARK FACILITY) COULD MEET HIM IN MANCHESTER FOR FURTHER DISCUSSIONS. IN ANY CASE, HE SAID, CONTRACTS WOULD NOT BE CONCLUDED BEFORE SINGER HAD FULL CHANCE TO MAKE ITS FINAL OFFERS ON PRICES AND TERMS. HE SAID HE WOULD BE ON LEAVE UNTIL AUGUST 27, AND STRONGLY IMPLIED THAT NO DECISION WOULD BE TAKEN ON THIS MATTER UNTIL HIS RETURN. IN GENERAL, MIESZKOWSKI SAID, CONDITIONS WERE VERY FAVORABLE AT PRESENT FOR POLISH PURCHASES OF U.S. TEXTILE MACHINERY, WHICH HAD ALREADY INCREASED TEN-FOLD OVER THE PAST YEAR.

6. SUGGEST COMMERCE INFORM SINGER OF FOREGOING. VICE MINISTER YABLONSKI, ALSO MENTIONED IN REFTEL, IS ALREADY ON VACATION.
DAVIES

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